

# DEBORAH W. WILSON

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## SUMMARY OF QUALIFICATIONS

Accomplished and results-oriented business professional with demonstrated success for 20+ years in automotive supply chain, operations, resource management, training, and development. History of providing effective leadership with focus on total organizational coordination to efficiently manage operations, focus on lean manufacturing, provide innovative concepts and ideas, and oversee staff. Record of achievement in managing complex projects from inception to completion and motivating others to ensure streamlined operations, process improvement, and increased efficiency. **Areas of expertise include:**

- Sales & Operations Management
- Financial Analysis
- Organizational Development
- Logistics Coordination
- Supply Chain Management (including bar code labeling)
- Production and Inventory Management
- Business Process Re-engineering & Mapping
- Program and Project Management
- Strategic and Tactical Planning
- Total Quality Management
- Change Management
- Lean Management Principles (Kanban methods ie takt time etc, Replenishment)
- Problem Resolution
- Staff Leadership
- Team Player and Self Motivator

## ACCOMPLISHMENTS

- Successfully protected substantial market share in Los Angeles & Orange County through the sale and acquisition of a large Haworth dealer.
- Assisted a manufacturer of seating through an inventory shrinkage identification and correction problem saving \$250,000.
- Achieved accuracy within \$50 of a \$3.5 million physical inventory in a Greenfield operation for sequencing of engines to GM.
- Acted instrumentally in successful launch of 25 suppliers receiving EDI release information for a new plant.
- Managed the successful implementation of new software throughout 12 plants of a tier 1 automotive part suppliers over a 22-month period.
- Championed a team, focused on a successful verification management of pay on production process with GM.
- Started my career for 8 years in 1982, with IBM. While I was there I achieved Systems Engineering Symposiums and a One Hundred Percent Club's (IBM's internal yearly awards) along with a \$10,000 Regional Managers award while at IBM in the 1980's.

## PROFESSIONAL EXPERIENCE

### Visiocorp USA Inc.

2008

#### Business Analyst (producer of rear view mirrors)

- Supported business operations via troubleshooting, defining solutions, and interfacing with external vendors as related to standard materials management and customized ERP applications.
- Analyze and develop queries, reports, and light applications using Progress/QAD, and/or other reporting tools.
- Microsoft Office tools used throughout including Visio, Word, Excel, Project, & Outlook .

### Tower Automotive, Novi, MI

2008

#### Corporate Manager, Bills of Material (producer of structural components and assemblies used by major automotive vehicle manufacturers)

Project oriented position that focuses on the analysis of the QAD ERP database bills of material and the PLM database product (Campfire). Spent time reconciling against engineering spreadsheets and oversaw engineering change control for the product lifecycle management (PLM) of various automotive accounts. Collaborated with engineers and senior management on integration of new program, Campfire with QAD.

- Issue was more process oriented then software problems. Once this was defined and communicated processes were determined to be changed. This was obtained by through on-site interviews of engineers and plant material managers. We were able to use a "real" problem and track it down to 'what went wrong'.
- Identified engineering process issues; advised management of necessary actions for resolution in 15 plants.
- Formulated suggestions for implementing effective process control measures and documenting changes.

### Visteon Corporation, Van Buren Twp., MI

2007

#### Global Business Practices Manager

Served as a Core Model Team member, reporting to the Customer Project Manager, focusing on the sales and distribution side of the implementation. Identified and provided value stream maps for all processes and led level four (skills) steps to include all scenarios that the company would encounter during normal business days. Traveled to India, Czech Republic, Brazil, and Mexico to interview and identify those areas of the business that would be obstacles in the process of the rolled out implementation strategy. Coordinated interfaces with the European and Asian implementation teams. Worked with other areas of the company to be included in an ERP implementation such as customs, master data management, engineering change processes/shipping procedures, and details for shipping across the U.S. and Mexico border.

- Established and presented to the steering committee the concept of a conference room pilot as a training tool for the corporate global practices team, a critical part of software implementation; implemented by the company. This would provide us with a time to learn how they do business and how the new ERP software would fit into their environment.
- Effectively documented lean processes and value streams in the sales, shipping, and receiving areas; audited by accounting firm to ensure a quality auditable implementation.
- Processes were six sigma and the shop floor was implemented with lean management principles. Kanban processes were to be used for Work In Process as well as with suppliers.

**Android Industries LLC, Wixom, MI**

**2002 – 2006**

**Corporate QAD Training Manager (2005 – 2006) / Corporate ERP Program Manager (2002 – 2004)**

Developed and presented QAD training for all plants and new launches. Facilitated customized training classes for the plant where we would include a flow of the steps necessary to do the ERP process that was required for their functional area. Provided purchase agreements with terms and conditions for all inventoried items. Updated and maintained all purchase orders for all inventoried products for new launches. Delivered presentations at supplier orientation meetings for new launches. Managed EDI certification for all new suppliers. Worked on cost-cutting project for entire company for non-inventoried items through the use of document control software, including corporate agreements for office suppliers, IT equipment, and software.

- Achieved accuracy within \$50 of a \$3.5 million physical inventory in a Greenfield operation for sequencing of engines to GM.
- Became the corporate Go To person for almost any QAD question. However, my approach is to provide excellent training and transfer of knowledge so they don't have to have one person to Go To, they can work on their own – that is how I would qualify success.
- Acted instrumentally in successful launch of 25 suppliers receiving EDI release information for a new plant.
- Challenged with developing and implementing a document scan/store process for retrieval of company, customer, or supplier generated documents from a clutter of unorganized files all over the office.
- Effectively negotiated contracts by developing strong relationships with suppliers and service providers.

**ClearOrbit, Austin, TX**

**2001 – 2002**

**Pre-Sales Consultant**

Provided sales support, automotive strategic planning, and demonstrated solutions for supply chain collaboration and shop floor data collection for the Oracle environment. Co-led the design, development, and initial training of the Oracle-based shop floor automotive-shipping solution for a major automotive supplier.

- Successfully sold the product suite to two accounts within three months.

**Accenture, Detroit, MI**

**2000 – 2001**

**Manager, SAP Automotive Project**

Served on the planning team for a multi-site, global rollout of SAP across 120 plants over five years. Acted as the international EDI Release Program Team Lead. Led the development of an interface to all customer and legacy systems to translate inbound/outbound planning schedules, material releases, and invoices. Interfaced with the newly formed sales organization in developing the procedures and information necessary to satisfy the EDI requirements. Set and managed expectations related to new business and the capability of the EDI factory to meet needs quickly and accurately across the globe. Assisted with business development for an order to delivery offering.

- Established an alliance with Parametric Technology for their Windchill product by researching and targeting accounts for initial rollout of marketing strategy.
- Invited to stay for an additional four months as a result of the value brought to the sales team.

**Impletech International, Livonia, MI**

**1997 – 2000**

**Pre-Sales Consultant/Project Manager/Sales**

Participated in the pre-sales strategic planning and demonstrated the solutions for ERP and supply chain policies for medium-sized manufacturing companies, primarily throughout the automotive industry, for this global systems integrator. Presented and demonstrated products (e.g., QAD, Eagle RF Express for MFG/PRO, CorVu, and Trinary EDI Windows). Planned, budgeted, and managed resources/milestones for large multi-site implementations.

- Produced a cost savings of \$250,000 by implementing a cycle counting program at a seating manufacturer.
- Successfully sold and implemented QAD MFG/PRO software throughout 12 plants for Tower Automotive in 20 months while simultaneously managing a two plant/five distribution center implementation of MascoTech.

Provided consulting, training, education, project management, and design specification for large multi-plant implementation of QAD software. Collaborated with the client, from senior management to shop floor employees, over a two-year process.

- Led the successful implementation of QAD software throughout 13 plants of Camcar, a division of Textron, integrating the software with shop floor data collection, EDI, automated shipping notices, and raw material tracking systems over a 20-month period.

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### **TRAVEL, RELOCATION, AND REFERENCES**

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**Travel:** I can be available for travel Monday – Friday

**Relocation:** It is not possible for me to relocate at this point of time.

**Availability:** Immediate

**References:** Available Upon Request

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### **EDUCATION, TRAINING, & AFFILIATION**

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**Bachelor of Business Administration**  
Grand Valley State University, Allendale, MI

**Career started with 6 years with an IBM Marketing Branch Office**  
As a Systems Engineer & Marketing Representative (initial IT training)

**QAD Software, Certified in Manufacturing and Distribution**

**CPIM (Certified Production and Inventory Manager)**

Member & Past President, President & Education Director Grand Rapids Chapter APICS (American Production & Inventory Control Society)